

Inside Sales Representative Jobs In Sharjah | IIQAFGROUP

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Company: IIQAFGROUP

Location: Sharjah

Category: sales-and-related

Inside Sales Representative Jobs In Sharjah | IIQAFGROUP

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The Inside Sales Representative position at IIQAF will be responsible for building relationships and generating sales of IIQAF's products and services to existing and prospective clients. The successful candidate will be deeply invested in the company's success through sales performance and client satisfaction.

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Responsibilities

Actively research potential clients through lead generation tactics

Proactively reach out to prospects to develop relationships

Demonstrate and present IIQAF's products and services

Effectively communicate product features and advantages to clients

Assist clients in product selection and development

Generate quotes and sales orders

Negotiate sales agreements with clients

Manage customer accounts

Follow up with clients to ensure satisfaction and to identify upselling opportunities

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Requirement

3 years of inside sales experience

Proven track record of successful sales performance

Thorough understanding of consultative sales techniques

Excellent customer service skill

Proficient with Microsoft Office (Word, Excel, Outlook, PowerPoint)

Ability to work independently and in a team environment

Friendly, energetic and self-motivated attitude

Outstanding people skills and the ability to build relationships

Positive attitude and strong work ethic

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